

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 CIAE-00 DODE-00 PM-03 H-01 INR-05 L-02

NSAE-00 NSC-05 PA-01 RSC-01 PRS-01 SP-02 SS-15

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FM AMEMBASSY SOFIA

TO SECSTATE WASHDC 8889

INFO AMEMBASSY BELGRADE

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY MOSCOW

AMEMBASSY PARIS

AMEMBASSY PRAGUE

AMEMBASSY WARSAW

C O N F I D E N T I A L SOFIA 2126

E.O. 11652: GDS

TAGS: EGEN, PFOR, EEWT, BU, FR

SUBJECT: FRANCO-BULGARIAN TEN-YEAR COOPERATION AGREEMENT

1. FRENCH AMBASSADOR GOURRIEREC NOV 19 GAVE HIS NATO COLLEAGUES RUNDOWN OF RECENT VISIT TO PARIS OF BULGARIAN VICE PREMIER TSOLOV AND CONCLUSION THERE OF TEN-YEAR AGREEMENT OF ECONOMIC, INDUSTRIAL AND TECHNOLOGICAL COOPERATION. IN BRIEF, VISIT INVOLVED RELATIVELY LITTLE SUBSTANCE AND GREAT DEAL OF PANOPLY AND HIGH SOUNDING GENERALITIES OF THE KIND THAT BOTH SIDES FIND USEFUL TO THE ADVANCEMENT OF THEIR INTERESTS. IN PARTICULAR, FRENCH BELIEVE THAT AGREEMENTS AND VISITS OF THIS SORT HELP THEIR BUSINESS WITH BULGARIA.

2. THE AGREEMENT ITSELF, GOURRIEREC SAID, IS SO LOOSELY PHRASED THAT IT OBLIGATES NEITHER SIDE TO ANYTHING; BUT IT GIVES APPEARANCE OF SPECIFICITY BY SUB-HEADINGS RELATING TO COOPERATION IN MANY FIELDS AND CREATION OF COMMITTEES ETC. HAVING BEEN INITIALED A YEAR AGO,  
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SIGNATURE OF AGREEMENT HAD TO AWAIT FIRST FRENCH ELE-

TIONS AND THEN THE EFFORT REQUIRED TO CONVINCE GISCARD D'ESTAING THAT IT WAS WORTH HIS TIME TO RECEIVE A BULGARIAN DEPUTY PREMIER.

3. AS IN CASE OF VISIT TO US OF DEPUTY PREMIER POPOV, THE BULGARIAN VISITOR CARRIED A PERSONAL MESSAGE FROM ZHIVKOV INVITING THE PRESIDENT TO VISIT BULGARIA. GISCARD RECEIVED THIS WITH APPROPRIATE NONCOMMITTAL GALIC COURTESY, ALLOWING THE BULGARIANS AT LEAST TO HOPE (ALTHOUGH IT IS OF COURSE UNLIKELY THAT GISCARD WOULD FIND ADVANTAGE IN COMING TO BULGARIA).

4. PAY OFF OF THE VISIT WAS SIGNATURE OF BUSINESS CONTRACTS WHICH GOURRIEREC WITH HIS USUAL DISCRETION DESCRIBED AS "NOT PARTICULARLY LARGE, BUT QUITE INTERESTING". SOME MORE GENERAL AGREEMENTS ON COOPERATION WITH FRENCH FIRMS WERE ALSO SIGNED. TSOLOV ALSO SAW SAUVAGNARGUES, MINISTER OF INDUSTRY D'ORNANO, SECRETARY GENERAL OF FOREIGN TRADE SEGARD, AND "EXPONENTS OF THE PATRONAT". HE TALKED MUCH ABOUT WHAT THE BULGARIANS CALL INDUSTRIAL COOPERATION (E.E., FOREIGN INVESTMENTS REPAYABLE IN PRODUCT), AND FRENCH OBLIGED HIM BY ANNOUNCING THAT THEY WOULD "NEGOTIATE THE CONCRETE CONDITIONS" FOR A NUMBER OF LARGE PROJECTS UNDER THAT HEADING. THIS RECEIVED PROMINENT PLAY IN SOFIA.

5. FROM WHAT GOURIERREC REPORTED WE HAVE IMPRESSION THAT SUBSTANTIVE DISCUSSIONS WERE NOT PARTICULARLY PROFOUND BUT GENERATED GOOD WILL AND BULGARIAN PROMISES AND PERHAPS INTENTION OF INCREASING TRADE ORIENTATION TOWARD FRANCE, WITH EMPHASIS ON DEVELOPING OUTLETS IN THIRD COUNTRIES FOR BULGARIAN EXPORTS OF PRODUCTS USING FRENCH TECHNOLOGY. SAUVAGNARGUES IS TO COME TO BULGARIA NEXT YEAR TO MAINTAIN THE MOMENTUM OF THESE EXCHANGES, WHICH IN THE FRENCH VIEW ARE BENEFICIAL ESPECIALLY TO THEIR TRADE INTERESTS.

6. SHORTLY AFTER TSOLOV'S RETURN, FRENCH DIRECTOR FOR POLITICAL AFFAIRS CLAUDE ARNAUD VISITED SOFIA FOR ANNUAL DISCUSSIONS WHICH WERE HELD AT LEVEL OF VICE MINISTER  
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OF FOREIGN AFFAIRS PETROV BUT ALSO INVOLVED LONG AND DISCURSIVE INTERVIEW WITH FOREIGN MINISTER MLADENOV. TALKS WERE INTER ALIA ON LARGE NUMBER OF DRAFT BILATERAL AGREEMENTS, SOME OF WHICH THE FRENCH DON'T REALLY INTEND TO CONCLUDE IN NEAR FUTURE. FRENCH PRESSED HARD ON THE CULTURAL FRONT AND MADE SOME PROGRESS.

7. BOTH TSOLOV'S TALKS IN PARIS AND ARNAUD'S IN SOFIA

BROUGHT OUT DIFFICULTIES IN PHASING BILATERAL AGREEMENTS  
BETWEEN FRANCE AND BULGARIA INTO THE MULTILATERAL EEC  
FRAMEWORK. ACCORDING TO GOURRIEREC, BULGARIAN FOREIGN  
MINISTER STRESSED DESIRABILITY OF "DIRECT AND OFFI-  
CIAL" RELATIONS WITH FRANCE ON ALL SUBJECTS, BUT  
ARNAUD TRIED TO CONVINCE HIM THAT ON SOME ECONOMIC  
MATTERS BULGARIA WILL AFTER JANUARY 1 HAVE TO DEAL  
WITH THE EEC OR NOT ALL. A GOOD AMOUNT OF TIME  
WAS ALSO SPENT ON CSCE, WITH NOTHING NEW EMERGING.  
FRENCH REGARD ARNAUD'S VISIT, TOO, AS HAVING BEEN HELPFUL  
IN KEEPING UP CONTACTS BENEFICIAL TO THEIR RELATIONS.  
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